Let's cooperate on securing digital environment!

NRD Cyber Security establishes cybersecurity capacity building practices and enhances cyber resilience to nations and organisations.

The company specialises in the establishment and modernisation of Cybersecurity Teams (CSIRTs) and Security Operations Centers (SOCs) as well as cyber threat intelligence and managed security services.

NRDCS.LT

NRD Cyber Security

FOCUS

Cybersecurity operations build-out, incident detection and handling, establishment and support of Computer Security Incident Response Teams (CSIRTs) and Security Operation Centres (SOCs), and cyber capacity enhancement for organisations, sectors and nations.

CUSTOMERS

Governments, public and private sector organisations.

OUR PORTFOLIO: SERVICES

Audits and assessments

- IT security audit
- SWIFT assessment
- Penetration testing
- Social engineering
- Cloud Security

Cybersecurity capacity building

- Development of frameworks for Critical Information Infrastructure (CII) protection
- National cybersecurity capacity maturity assessment
- National cybersecurity strategy and legislative framework development

Technology solutions

- Privileged Access Management (PAM)
- Data Loss Prevention (DLP)
- Security Information Event Management (SIEM)
- Vulnerability Management
- Operational Technology (OT) security

Training courses

- Cybersecurity essentials
- Analysis using I2 Analyst Notebook
- Intelligence analysis
- Digital forensics course
- Incident response practice
- Building an effective cybersecurity team

Managed Security CyberSOC

CISO advisory

Security management framework

CSIRT/SOC

OUR PORTFOLIO: PRODUCTS

Collective Sight

CollectiveSight is a centralised cybersecurity monitoring and threat hunting platform. The solution has been created by NRD Cyber Security R&D team to enable coordinated threat monitoring.

Its functionalities go beyond just visibility and offer capabilities to build and continuously refine rules for detecting threats and non-compliances.
It is set-up in organization's internal network and analyses traffic data just before it is sent across the internet.

This products has already been deployed in:

Lithuania

Other EU countries

The Central Bank of Egypt

Bangladesh Critical Information Infrastructure

Cyber Set

CyberSet - a set of technologies and operational procedures, allowing the integration and automation of typical SOC functions for the security service providers (MSSPs) that manage them.

NRD Cyber Security has been actively developing this product for a couple of years and recently a prototype has been introduced. In 2022 the product will be deployed while establishing a National CIRT in Malawi.

NRD CYBER SECURITY FINANCIAL REVIEW

1. MAIN ITEMS OF THE INCOME STATEMENT AND BALANCE SHEET

2. KEY FINANCIAL DATA (REVENUE AND EBITDA)

3. REVENUE BY COUNTRY

4. REVENUE BY SECTOR AND OPEARTIONAL COVERAGE

MAIN ITEMS OF THE INCOME STATEMENT (THOUS. EUR)

	UAB NRD CS	
	2020	**2021**
Revenue	3 229	5 365
Gross profit	1 519	2 347
EBITDA	434	784
EBIT	250	615
Net Profit (Loss)	321	603

MAIN BALANCE SHEET ITEMS (THOUS. EUR)

	UAB NRD CS	
	2020	**2021**
Tangible assets	181	122
Intangible assets	46	1
Other non-current assets	140	209
Current assets	2 079	3 007
Of which cash	654	1 719
Total assets	**2 446**	**3 339**
Equity	1 390	1 493
Non-current liabilities	57	37
Of which financial debt	57	12
Current liabilities	999	1 809
Of which financial debt	44	48
Total liabilities and equity	**2 446**	**3 339**

NRD CS financial statements for 2020 and 2021 have been audited

KEY FINANCIAL DATA

REVENUE (THOUS. EUR)

H1 H2

EBITDA (THOUS. EUR)

H1 H2
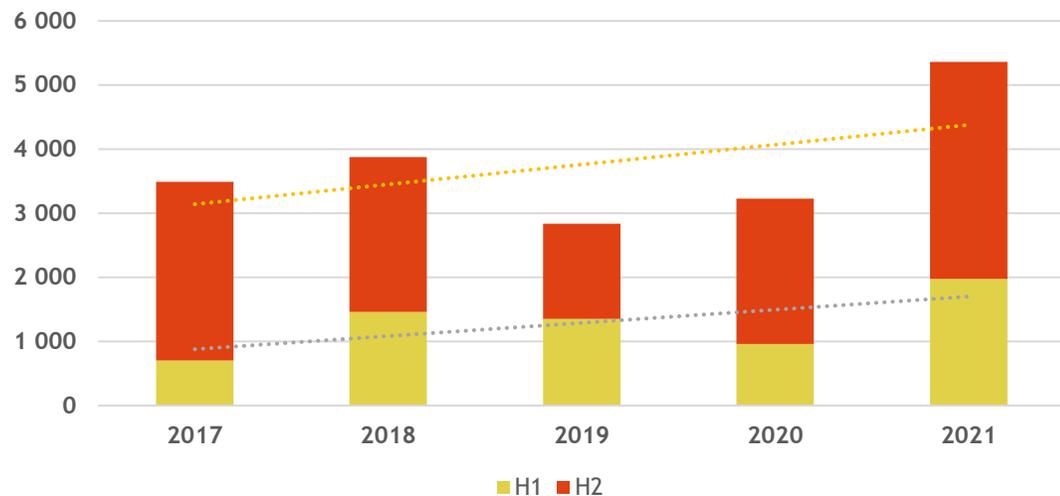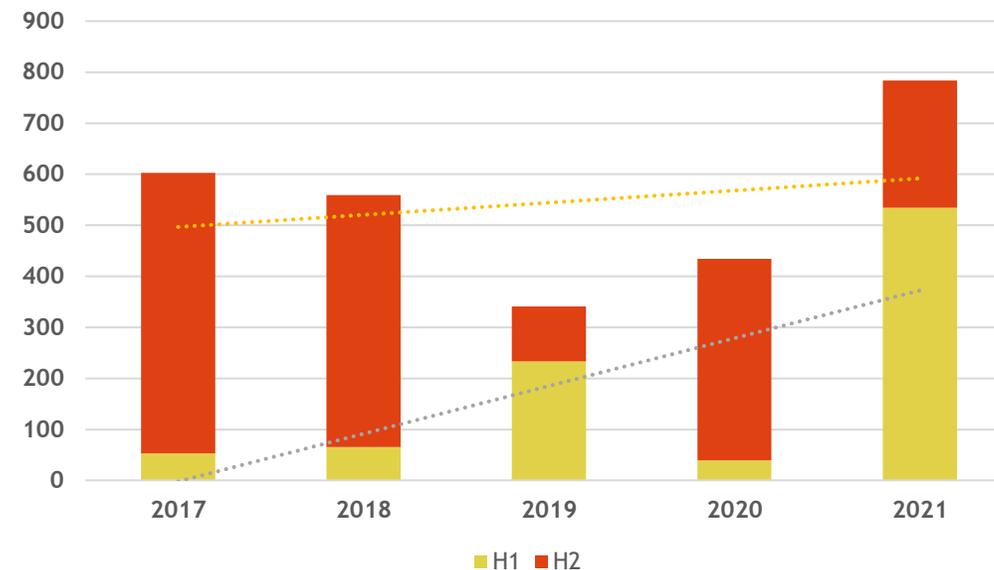
Thous. Eur	2017	2018	2019	2020	2021
Revenue	3 493	3 876	2 836	3 229	5 365
EBITDA*	603	559	341	434	784

IFRS 16 was implemented in 2019 with an impact on the size of EBITDA, thus the EBITDA indicators for 2017-2018 and 2019-2021 are not directly comparable

REVENUE BY COUNTRY

2020

- Lithuania
- Egypt
- Norway
- Denmark
- Greece
- Serbia
- United Kingdom
- Cyprus
- Others (8 countries)

2021

- Lithuania
- Egypt
- United Kingdom
- Bangladesh
- Qatar
- Nigeria
- Cyprus
- Serbia
- Others (12 countries)
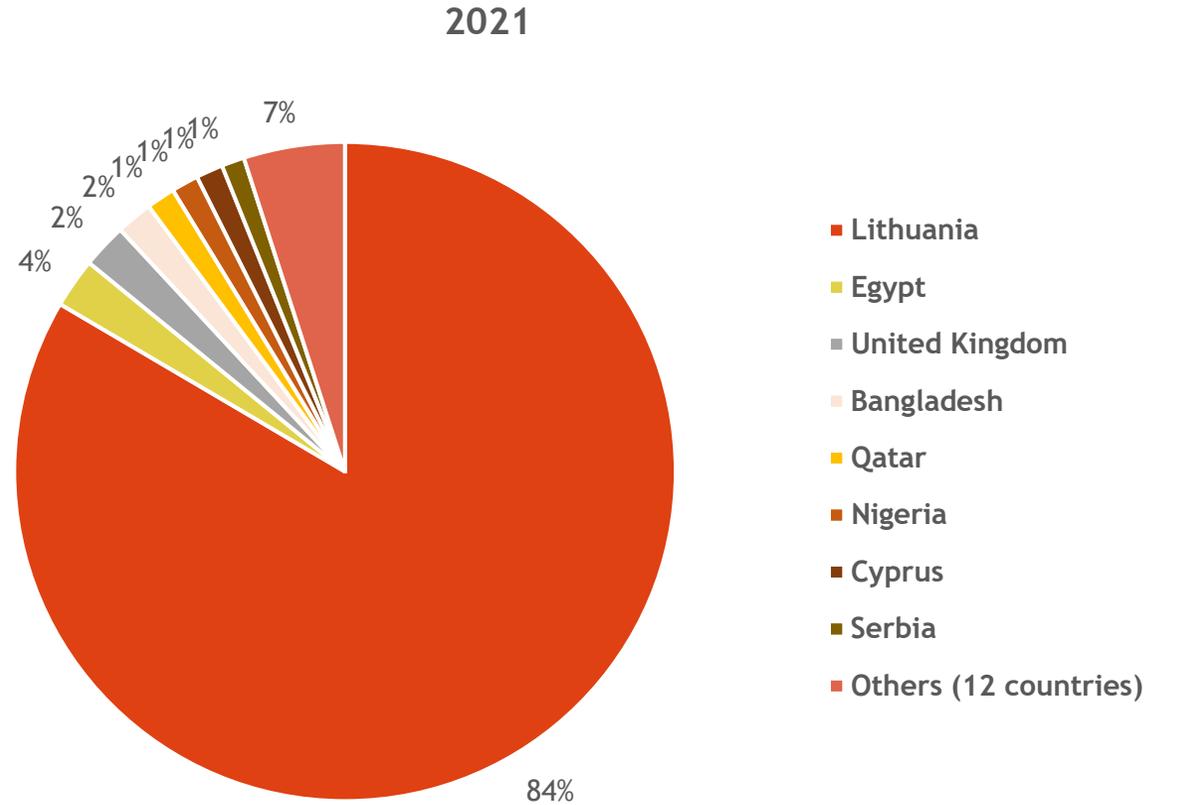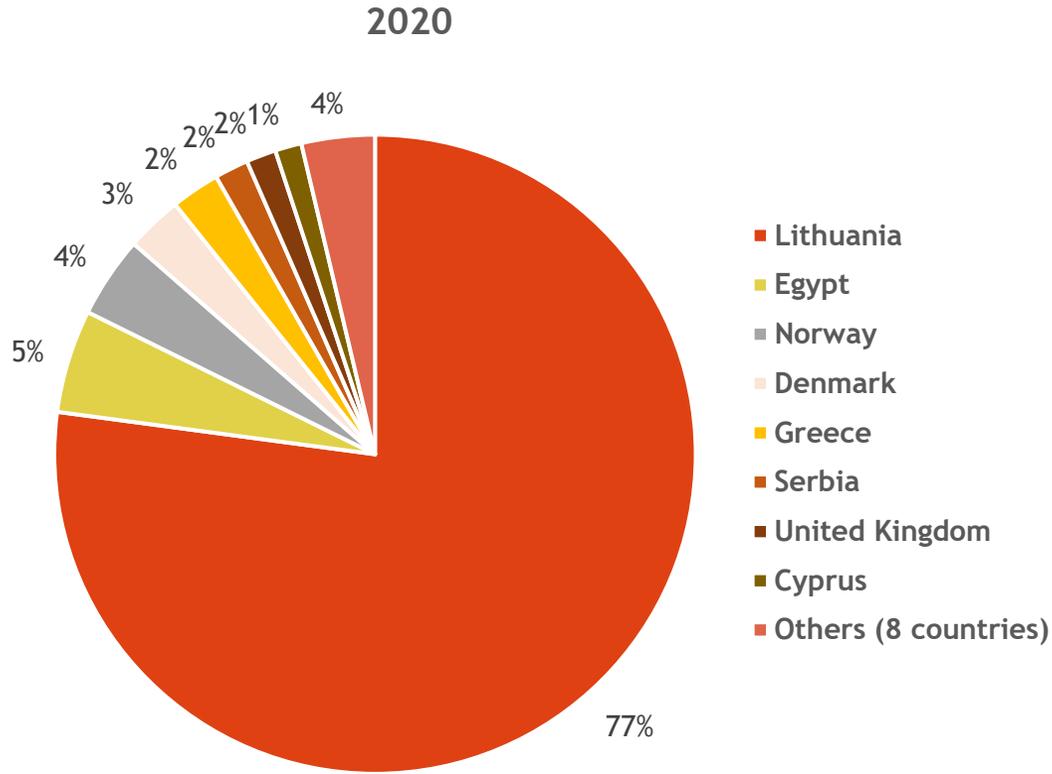
Thous. Eur	2020	2021	Change
Lithuania	2 490 (77%)	4 479 (83%)	1 989
Other countries	739 (23%)	886 (17%)	147
Total	3 229	5 365	2 136

REVENUE BY SECTOR AND OPERATIONAL COVERAGE

2019

78%
9%
10%
3%

2020

57%
25%
11%
7%

2021

64%
18%
15%
3%

- ■ Public
- ■ Private
- ■ Financial
- ■ Academic
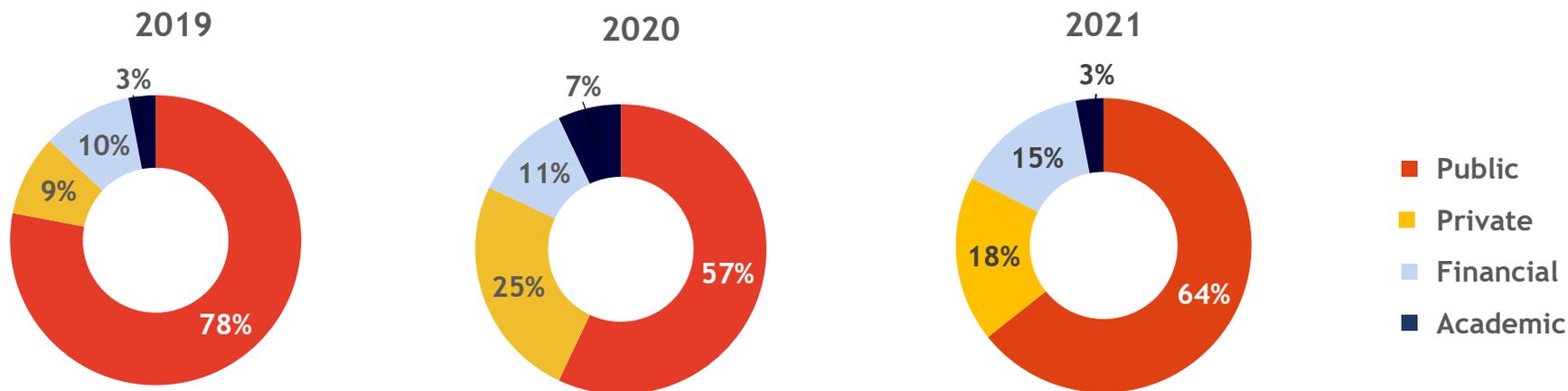
NUMBER OF COUNTRIES WHERE NRD CYBER SECURITY HAS OPERATED*

10 16 21 44
2018 2019 2020 2021
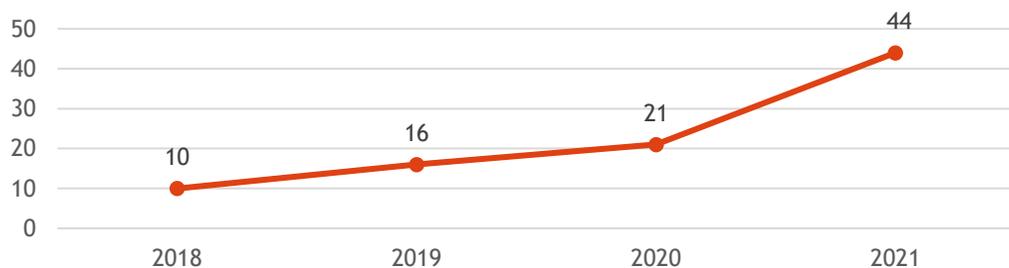
2021 NRD Cyber Security sales revenue from Lithuania grew by 80% and from foreign customers by 20% compared to 2020. Although the number of countries where the company implements projects has doubled, the growth of income from foreign clients was still lower than in Lithuania.

In 2021 the geography of operations expanded due to the technical training provided by the CSIRT in conjunction with the Northern Ireland Co-operation Overseas. Recent years have seen a decline in the share of public sector revenue; the share of public sector customer revenue in 2021 increased. Compared to previous years, the share of income from the financial sector continues to grow.

The number represents where the projects have been implemented

NRD CYBER SECURITY R&D

CollectiveSight - a centralised cybersecurity monitoring and threat hunting platform

(Thous. Eur)	Plan for 2019 – 2021	Actual for 2019 - 2021
Total Cost	1 122	1 122
EU Funding	676	676
NRD Cyber Security Funding	446	446

CyberSet - a set of technologies and operational procedures, allowing the integration and automation of typical SOC functions for the security service providers (MSSPs) that manage them.

(Thous. Eur)	Plan for 2020 – 2022	Actual for 2020 - 2021
Total Cost	1 613	941
EU Funding	979	611
NRD Cyber Security Funding	634	330

KEY NRD CYBER SECURITY PROJECTS IN 2021

1. CSIRT ESTABLISHMENT

2. NATIONAL CYBERSECURITY CAPACITY BUILDING

3. CYBERSECURITY ASSESSMENTS

4. TECHNOLOGY SOLUTIONS AND MSSP

KEY PROJECTS OF 2021

CSIRT ESTABLISHMENTS

- **Egypt**
  Fin-CIRT set-up for the Central Bank of Egypt

- **Malawi**
  Preparations for setting-up national CSIRT

- **Nigeria**
  Fin-CIRT set-up

NATIONAL CYBERSECURITY CAPACITY BUILDING

- **ENISA**
  Creation of methodology for cybersecurity crisis management maturity

- **Serbia**
  Advisory services for the assessment of the cybersecurity ecosystem (together with UNOPS)

CYBERSECURITY ASSESSMENTS

- **Bhutan**
  A technical audit of currently used finance management systems for the Ministry of Finance

- **Guyana**
  Cybersecurity assessment services provided to the Central bank of Guyana
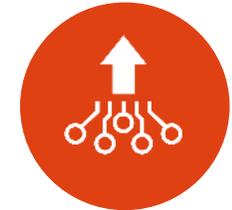
TECHNOLOGY SOLUTIONS AND MSSP

- **Egypt**
  CollectiveSight threat monitoring platform set-up for the Central Bank of Egypt

- **Lithuania**
  Deployment of various technology solutions and strengthening the position as MSSP

# NRD CYBER SECURITY MARKETING ACTIVITY AND LONG-TERM GOALS

1. MARKETING ACTIVITIES
2. LONG-TERM GOALS

NRD CYBER SECURITY MARKETING ACTIVITIES

Events

Despite the ongoing pandemic, during 2021 NRD Cyber Security experts have been active both in organising virtual conferences and seminars and participating in events coordinated by other organisations.

Publicity

In 2021 NRD Cyber Security experts often appeared in various media channels both in Lithuania and abroad. Throughout the whole year NRD Cyber Security has partnered up with Verslo Žinios – a media channel, dedicated to business related information.

The partnership included the publication of 9 articles, brand visibility, ad campaigns and special position in a newsletter focused on innovation.

NRD CYBER SECURITY LONG-TERM GOALS

- NRD Cyber Security long term strategy is to increase shareholders value in delivering cybersecurity services and technology and by transforming from consultancy and integration projects into recurring services and product delivery company for different markets (Lithuanian, Western Europe including Nordic, African and Asian).

- Our current strengths are:
    1. Our capability to deliver winning proposals in regions with limited local cybersecurity capacity
    2. Strong presence in Lithuanian market, which fuels our R&D
    3. Capacity to align with strong international partnerships

- Our product development is targeted at:
    1. Niche global markets (automation of regulatory sectorial cybersecurity)
    2. Enabling IT MSPs to handle SME's needs for cybersecurity
    3. Mature CSIRT/SOC teams by automating their Cybersecurity Threat Analysis needs

NRD CYBER SECURITY

INFO@NRDCS.LT